

## Message Text

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PAGE 01 STATE 129494  
ORIGIN NEA-11

INFO OCT-01 ISO-00 XMB-02 EB-08 /022 R

DRAFTED BY NEA/ARN:CMONROE:DWL  
APPROVED BY NEA/ARN:MDRAPER  
EXIM - AMEMMET

-----079546 221729Z /47

P 221710Z MAY 78  
FM SECSTATE WASHDC  
TO AMEMBASSY BEIRUT PRIORITY

C O N F I D E N T I A L STATE 129494

E.O. 11652: GDS

TAGS: BPRO, EFIN, LE

SUBJECT: AMBASSADOR PARKER'S MEETING WITH EXIMBANK OFFICERS

1. ON 5/15, AMBASSADOR PARKER AND NEA/ARN MONROE MET WITH EXIM VICE CHAIRMAN H.K. ALLEN AND OTHER EXIM OFFICERS TO CONSIDER CFF PROGRAM AND POSSIBLE EXIM FINANCING FOR MEA FLEET EXPANSION. REGARDING CFF, AMBASSADOR RECOMMENDED THAT EXIM PLACE IT ON "BACK BURNER", UNTIL THE EVENTS OF THE LAST FEW MONTHS COULD SORT THEMSELVES OUT, AND CLIMATE RETURNED WHERE LEBANESE WOULD BE WILLING TO BORROW AND INVEST MONEY. EXIM OFFICERS SEEMED AGREEABLE TO THIS APPROACH.

2. AMBASSADOR PARKER ALSO RAISED SUBJECT OF MEA PLANS TO EXPAND FLEET, WITH PURCHASES EXPECTED TO RUN DOLS 400-500 MILLION. AMBASSADOR INDICATED THAT PRINCIPAL COMPETITOR TO U.S. PLANES CAME FROM FRENCH AIRBUS, EXPECTED TO BE BACKED BY ATTRACTIVE FINANCING FROM COFACE. AMBASSADOR ASKED IF EXIM WOULD CONSIDER MAKING FINANCING AVAILABLE TO THE AMERICAN BIDDERS AS WELL. ALLEN EXPRESSED VIEW THAT  
CONFIDENTIAL

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PAGE 02 STATE 129494

EXIM SHOULD SUPPORT EFFORTS OF AMERICAN CARRIERS TO SELL ABROAD, AND ASKED IF WE KNEW WHAT TERMS COFACE MIGHT BE OFFERING MEA ON AIRBUS. ALLEN EXPRESSED WILLINGNESS TO CONSIDER EXIM FINANCING PROVIDED THAT OTHER FACTORS

INVOLVED IN DECISION (I.E., SECURITY CONCERNS) JUSTIFIED IT.

3. EXIM OFFICERS ADVISES AMBASSADOR PARKER OF TWO RECENT INQUIRIES CONCERNING THE USE OF SHORT-TERM INSURANCE FOR SALES BY U.S. COMPANIES TO LEBANON. AMBASSADOR PARKER WAS ASKED FOR A READING ON THE SECURITY SITUATION AS IT MIGHT AFFECT THESE TRANSACTIONS. THE AMBASSADOR'S COMMENTS WILL BE CONSIDERED WHEN EXIM REACHES A DECISION ON THESE TRANSACTIONS IN THE FEW WEEKS.

4. EXIM OFFICERS RAISED ONE FINAL QUESTION ABOUT THE CFF: WHETHER THE NATIONAL BANK OF TOURISM AND DEVELOPMENT (NBTD) COULD COMMIT THE FULL FAITH AND CREDIT OF THE LEBANESE GOVERNMENT. AMBASSADOR PARKER INDICATED THAT HE THOUGHT SO, BUT IN THE EVENT THAT A CFF AGREEMENT WAS SIGNED, EXIM MIGHT WISH TO SEEK A LEGAL OPINION. VANCE

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## Message Attributes

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**Concepts:** AMBASSADORS, EMBASSY MEETINGS FOR BUSINESSMEN  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Errors:** N/A  
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